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BUSINESS HUM IN SOLID CHASE CITY

(Continued from First Page.)

The captain might speak and I might write volumes, and we could not explain the case better than that.

These valuable lands were formerly held in large tracts, and the big land owners tried for a long time, in spite of the changed conditions of forty-odd years ago, to hold them in large acreage. They resorted to renting parcels to negroes, but as negro labor became more and more trifling the lands were neglected and became less and less valuable.

Smaller Farms Pay Better.

It has only been within the last decade that the owners and the descendants of the former owners grew wise enough to put the surplus lands on the market. Now they are being cut up into small farms, ranging from fifty to 300 acres, and are being sold to people from the West, the North and the South. Messrs. Jeffreys, Hester & Co., who for many years handled only timber lands, have for the last decade been doing a great deal in the way of selling off and settling up these lands with up-to-date farmers from various points of the compass. Cotton raisers from the Carolinas have come in here and bought lands which they have found bring cotton as well as the fields they left at their former homes, and they are making big money raising the fleecy substance for the markets. Farmers have come in from the frozen Northwest and shown the ancient Mecklenburgers how to make money raising hay and hogs and sheep and cattle.

Northerners have come in and demonstrated that the Mecklenburg hills and valleys can make all manner of vegetables to supply the canneries with raw material, and that wheat fields can be made to pay here as well as in Minnesota.

A Great Service.

In the meantime the wide-awake native has held on to tobacco as his good money crop, while he has been learning all of the new tricks in farming that the newcomers brought along with them. The general result is that the chocolate loam, its strong, red clay subsoil, around Chase City has become a wealth-producer of greatest variety.

Jeffreys, Hester & Co. have done a wonderful service to their country in cutting up these big farms and selling them off to as citizenry as could be found, and nobody begrudges them the good money they are making in doing this good work. Within the past few years they have sold farms to over a hundred men, which farms are located within six miles of Chase City, thus adding something like 400 to the population of Mecklenburg county. It is a gratifying fact that every one of these newcomers are satisfied and are prospering.

Whenever a new prospector comes in Jeffreys, Hester & Co. take him to these people and let them tell the story of the wealth of the lands of old Virginia, the kindness of the people, the healthfulness of the country, and the moral tone of Virginians, and nothing more needs to be done to effect a sale.

Labor-Savers Everywhere.

There is said to be not as much as 100 acres of land in the territory I have been describing that cannot be worked with improved farm machinery, and there is not a farm upon which all manner of machines from the hay plow and corn-planter up to the mowing and reaper and binder are not in active use. The labor problem does not disturb the people here. It may be added that there is no land anywhere better watered than this. It could be hard to find a hundred-acre tract anywhere hereabouts through which a stream does not pass, and on which a spring may not be found.

Enterprise and Push.

The town is among the younger of Virginia municipalities, having been chartered only thirty-five years ago. The population is about 2,700 to 3,000, although all of these do not live exactly within the corporate limits, for be it remembered, that the town when it was incorporated was so managed that to some extent so as to manage that then ever-present negro problem. The unincorporated part will in due time be annexed, now that the negro is no longer in the lumber pile.

It is an enterprising population, and the people have made this a manufacturing centre of no mean importance. One of the largest wagon factories in

EVIDENCES OF CHASE CITY'S ENERGY AND ENTERPRISE



GINGER ALE PLANT AT THE MECKLENBURG

The State is here, a furniture factory does a splendid business, a stove and box factory has done well when well managed, tobacco is bought and sold and manufactured here on a large scale, vegetable and fruit canning has been made profitable, and other industries flourish in Chase City, and then it is the home of the famous Mecklenburg mineral springs, where the health-giving lithia and chloride calcium waters gush from the earth to bless mankind.

The Chase City Manufacturing Company, the immense wagon-making establishment, of which the town is proud, keeps open doors all the year around, and has to do it to meet the constantly growing demands for its product. The company sells wagons in every State in the Union, and has from time to time had to enlarge the plant and add more machinery. Like most of the Chase City enterprises, this business was started in a small way. Mr. Lucius Gregory commenced the manufacture of farm wagons here about fifteen years ago, and he is now the president of the incorporated company, which grew out of his small beginning. The company has a paid up capital of \$75,000 and \$50,000 surplus. One hundred and thirty men are employed, and possibly half of them are expert workmen. The payroll exceeds \$50,000 per annum. Mr. Gregory's associate officers are J. W. Swift, vice-president; George R. Land, secretary and treasurer; and E. S. Emory, general manager.

Big Lumber Consumers.

The annual output for Mecklenburg county lumber to be converted into wagons in this factory is something over \$100,000, and lumber purchased in other sections foots up about \$200,000. The company uses about 400 tons of steel per year.

The Chase City Furniture Company is operated by experienced furniture men, and the stock of the concern is away above par. Bedroom furniture is this company's specialty, and their earnings to the raw material makes the business very profitable.

plant is well-equipped with the latest improved machinery.

It has been demonstrated that the farmers in this region can raise almost anything they wish, including tomatoes and other vegetables, which keep a canning factory going in the proper season. The new cannery, which is modern and in every way complete establishment, is expected to become one of Chase City's best-paying enterprises.

Hubs and Spokes Also.

The Hub, Spoke and Lumber Company is an immense consumer of Mecklenburg county lumber. So far they have found the Chase City Manufacturing Company customers for their full capacity for spokes and hubs, but they do a great business with out-of-town people. They are large manufacturers of spokes, which are shipped in shoals to Northern markets. Nearby towns on the lines of railway are their customers for all manner of dressed timbers and house-building stuff generally. Mr. E. S. Emory is the president of this company.

The Kershaw Manufacturing Company did a large business in their way. They converted immense quantities of Mecklenburg and Southside Virginia lumber into staves, barrel heads and all manner of handles. They also ran large planing mills and prepared timber for building purposes for nearby markets. The dressed lumber was shipped to neighboring cities, but the staves and the handles they turned out went all over the North and West, and first and last the establishment brought to Chase City a great deal of outside money.

However, the concern is in some way involved in the Mecklenburg Bank troubles. Whether the present embarrassment shall be temporary or permanent, the plant will go on, under new and better management perhaps, but it will go on.

The Tobacco Interest.

Of course tobacco business is great industry here. It could not be otherwise. The three warehouses which have been selling the leaf here for years are the Banner, by Jeffreys & Hester; the Star, by Allen & Spaulding; Planters, by Thomason & Goode. The Farmers is a new house now being erected by Mason & Deadmon, and will be ready for business by the opening of the new tobacco season. The sales of leaf on this market are about 4,000,000 pounds. Both brights and dark shipping tobaccos are sold here. This average being paid for brights this season is about \$11.50 per 100, which is about \$2.50 more than they brought last year. The dark shipping stock is bringing about \$1.50 more this year than last.

The American Tobacco Company, the Imperial Company and the R. J. Reynolds Tobacco Company have large prizes here, and keep buyers on the market all the year. There are several independent buyers also, all of whom handle the weed in the least and most



MAIN ST. SCENE

approved manner, their factories being equipped with steam and all the necessary drying and curing apparatus.

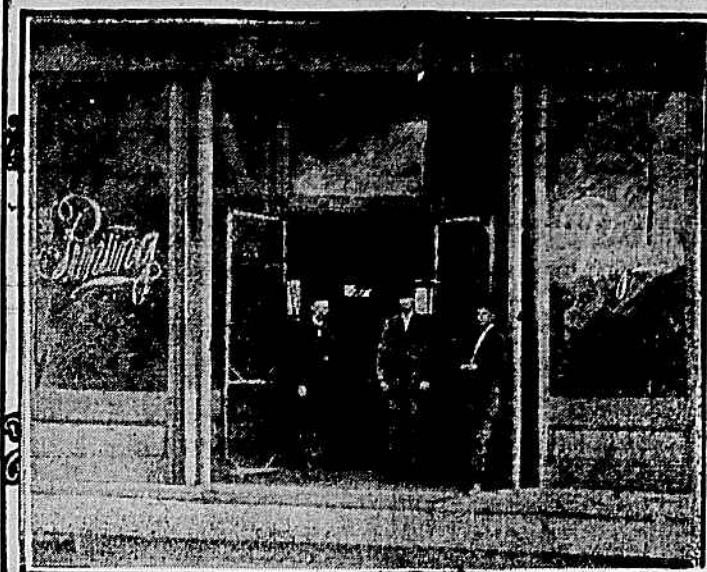
The Roberts Tobacco Company manufactures smoking and plug tobaccos that have favorable reputations in all markets of the South. This is a well equipped factory, employing a sufficient force of hands. The payroll of the labor force amounts to \$600 per month.

Out-of-Town Lumber Plants.

Among the Chase City enterprises should be mentioned the out-of-town lumber plants, all of which have offices in town, and all of their banking business here, and make this their shipping point. Noticeable among these is the R. M. and S. B. Jeffreys plant, three miles from town, where they have immense saw-mills, and do a great lumber and cross-tie business. They also have a planing mill, more, Pittsburg, Cleveland, New York and Philadelphia. They have been in business here fifteen years, and know the business thoroughly. Other establishments of a similar character are R. L. Horver's big mills, Haley & Horver's, and B. F. Borden & Company. The last named concern manufactures barrel headings and staves, in addition to doing a general lumber business.

The Mecklenburg.

The famous Mecklenburg Mineral Springs, with the immense hotel and sanatorium, have done much to carry the name of Chase City to the uttermost parts of the country. The reputation of the waters, both lithia and chloride calcium, is worldwide, and the splendid hotel and sanatorium are all that money and genius can make them. The sanatorium is delightfully located amidst spacious lawns, pines and woodlands, containing 145 acres. The building is thoroughly modern and is



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money and do not mind spending it for what they want. The Chase City stores can furnish anything anybody can possibly want.

Banks and Bankers.

With this volume of business in manufacturing, and mercantile lines, with a rich back country made up of money making farmers, there must be good banking facilities and they are here.

The Bank of Chase City is one of the strongest banks in this section of the State, and is conservatively and progressively conducted. The officers are Theodore E. Roberts, president; Norman H. Williams, first vice-president and cashier; George B. Russell, second vice-president; H. R. Cooley, assistant cashier. This bank has branches at South Hill and Drake's Branch, but these will become independent banks at an early date. The Bank of Chase City has made application to become a national bank under the name of the First National Bank of Chase City.

All of the legal forms have been complied with, the consent of the proper government, section has been obtained, and as soon as the governmental red tape has all been wound up the Bank of Chase City will drop its present name and its new name will be the First National Bank of Chase City. But it is the old bank yet, and as such it makes a splendid showing. The capital stock is \$50,000, surplus, \$25,000; undivided profits, and reserve fund, \$6,000. The deposits are about \$250,000 and loans and discounts, \$155,000. The real estate and other properties amount to \$36,000.

Another New National.

The First State Bank, also a strong financial institution, has also decided to become a national bank, and in about thirty, maybe sixty days, it will come up as the American National Bank of Chase City. The officers are George A. Endley, president; R. D. Patterson, vice-president and cashier; and J. W. Swift, assistant cashier. This bank has a branch at Clarksville, of which S. L. Magee is the cashier. It also has an office at Red Oak, in charge of B. D. Adams.

These branches will become independent banks when the parent becomes a national bank. The capital stock of this bank is \$25,000, surplus \$7,000, total assets \$135,000, deposits \$80,000, loans and discounts, \$75,000.

Evidently a new industry is soon to spring up in Chase City, many of them for that matter, but the particular one of which I now speak is to be the result of the development of a vast deposit of superior granite found near the town limits. It has been quarried to a limited extent on the lands of Mr. George A. Endley, and granite slabs apparently susceptible of the highest polish have been taken out. The granite seems to run in layers of from six to eighteen inches in thickness. This may be developed into a most valuable quarry.

The town government of Chase City is progressive and up-to-date, and is in the hands of men who are progressive and full of civic pride. The

officers are: W. H. Jeffreys, Jr., Mayor; T. E. Roberts, N. H. Williams, J. W. Swift, W. H. Gregory, C. Haskins, Jr., T. L. Jeffreys, C. Haskins, and W. P. Faris, sergeant. The town is getting in dead earnest about good roads and improved thoroughfares generally. An election is soon to be held in the district to vote upon the question of a bond issue to build macadam roads five miles out from the town in every direction. It is the very best investment that can be made, and the people seem to realize this fact. There is scarcely a doubt that the bond issue will be made.

A Good Newspaper Plant.

One of the enterprises of the town which is eminently worthy of mention is its splendid weekly paper and its job printing establishment. The Progress is one of the best weeklies in Virginia. Messrs. Beasley, Martin and Beasley are the owners and editors. Mr. Roy P. Beasley, a thoroughly practical newspaper man, being at the head of the firm. The Progress has a well equipped job printing office which does a large business. The paper has a profitable circulation, and its large advertising patronage is evidence of the push of Chase City merchants. The Beasleys are natural born newspaper men, being sons of the veteran editor, R. Hunter Beasley, of the South Boston News, who brought them up at the case and at the editorial desk.

Chase City's Chamber of Commerce. The Young Men's Commercial Club has done good work for Chase City, and it is going to do a good deal more. It has decided to change its name to Chase City Commercial Club, so that middle aged men and old men may not feel out of place on its rolls or at its meetings.

The club is taking great interest in the good roads movement I have mentioned; in fact, the club set the ball in motion, and proposes to keep it rolling until macadamized thoroughfares radiate out from Chase City in all directions. The Town Council has had the active co-operation of the club in its good work the past year in laying a mile and a half of gravel and brick sidewalks. This work is to be extended this summer. The officers of the club are R. D. Patterson, president; N. H. Williams, vice-president; R. A. Lipscombe, cashier, and treasurer.

New Industries.

I asked the officers of the club what industries Chase City especially invites, and from the replies I would say that anything in the woodworking line will, if sufficiently capitalized and properly managed, pay here. Because of the abundance of good timber, a rolling mill, a saw mill, a planing mill, a roller mill, a barrel and keg heads, boxes and box shooks, spokes, handles and hubs, would prove successful. Because also of the abundance of raw material, canneries, tanneries and other enterprises, would pay in and near to Chase City. A first class up-to-date brick and tile-making establishment would be a bonanza. Chase City wants and wants right away a first-class roller mill. There is enough wheat raised within a circle of ten miles around to supply a roller mill of 100 barrels daily capacity, and such a mill would have a splendid territory in which to dispose of its product.

An ice plant and electric light plant would pay handsome dividends. These two plants could be run jointly.

A private company that would come to Chase City and put in a sewerage, water and light system would be granted a wide open franchise and most likely a free site. Moreover, experienced men would not have in bringing all the money necessary for much of the capital stock could be placed here.

As before stated more cotton is being raised near to Chase City than ever before, and five times as much would be raised if a good local market were established. There is no better place in the South for a cotton factory than this town. This is also a good point for shirt and overall factories. Labor for all of these enterprises is cheap and more plentiful than it has been.

Among smaller industries, a steam laundry would pay, an up-to-date foundry would find plenty of work, and any kind of smaller industries with energy and intelligence behind them could be made to pay here.

Chase City is a good town for good men and women and children to live in. The social life is delightful, the educational and church advantages are superior, and the health of the place is well known. But of the social, educational and religious advantages of the town I will tell in a letter next Sunday.

I have been compelled to confine myself in this chapter to the industrial and business features of this splendid young city and the surrounding section.

Building Telephone Line.

Special to The Times-Dispatch.] ETNA MILLS, VA., May 23.—The King William Telephone and Telegraph Company has completed their line from here to Doswell, Va., where the Richmond, Fredericksburg and Potomac Railroad crosses the Chesapeake and Ohio road, and is now at work putting in phones from Calne to Hanover, Courthouse on the Chesapeake and